

# **MUSASHINO** BANK ANNUAL REPORT 2011

The Musashino Bank, Ltd.

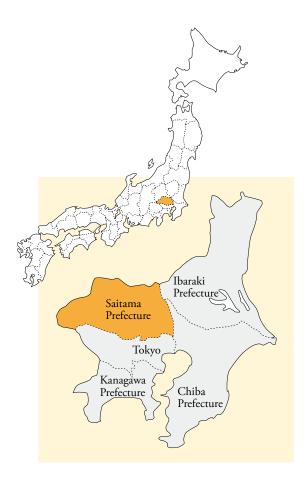
### Profile

Musashino Bank is the only regional bank whose operational base consists of Saitama Prefecture. The prefecture lies immediately to the north of Tokyo, and many of its residents commute to work in the capital. Currently, 7.20 million (estimated) people live in Saitama, making it the country's fifth most populous prefecture after Tokyo, Kanagawa, Osaka, and Aichi, and the population is still climbing.

Since its establishment in 1952, Musashino Bank has been one of Saitama Prefecture's core financial institutions, and has played a major role in supporting the development of the regional economy and local industries.

The Bank's paid-in capital as of March 31, 2011, stood at ¥45.7 billion, with total assets of ¥3,681.0 billion, a balance of deposits (excluding CDs) of ¥3,447.1 billion and a balance of loans of ¥2,794.9 billion. The Bank has 91 branches, of which 89 are inside Saitama Prefecture, and a workforce of 2,104.



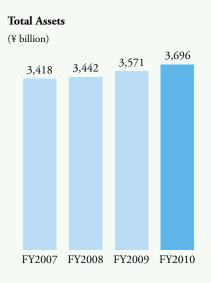


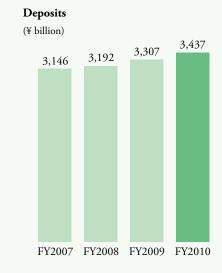
Head Office

# **Consolidated Financial Highlights** The Musashino Bank, Ltd. and Consolidated Subsidiaries Years Ended March 31, 2011 and 2010

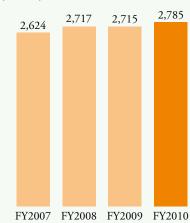
	Millio	ons of Yen	Thousands of U.S. Dollars*
	2011	2010	2011
At Year-end			
Total Assets	¥3,696,211	¥3,571,535	\$44,452,334
Deposits	3,437,747	3,307,357	41,343,921
Loans and Bills Discounted	2,785,295	2,715,108	33,497,241
Trading Account Securities and Investment Securities	644,854	569,966	7,755,318
Total Net Assets	160,718	156,687	1,932,869
Capital Ratio (based on domestic standards) (%)	10.79	10.58	
For the Year			
Total Income	¥ 81,938	¥ 86,894	\$ 985,431
Гоtal Expenses	67,372	79,294	810,257
Income before Income Taxes	14,565	7,600	175,174
Net Income for Year	7,443	3,554	89,516

U.S. dollar figures have been translated at the rate ¥83.15 to U.S.\$1, the prevailing market rate as of March 31, 2011.











Kikuo Kato President

#### **Economic Trends**

During fiscal 2010, the Japanese economy showed signs of recovery in the first half due to the economic stimulus effects of favorable exports, mainly to Southeast Asia, lower taxes on eco-cars, the eco-point system (a government subsidy program to promote the use of energy efficient products), and other factors. Subsequently, despite the slow recovery of the European and U.S. economies and the standstill caused by the ongoing appreciation of the yen, both exports and production turned around buoyed by U.S. financial and fiscal policies.

Nevertheless, the electric power outages and supply chain disruption caused by the Great East Japan Earthquake that struck in March 2011, has had a negative economic effect that has resulted in a growing sense of uncertainty about the future.

Although production, which had been on an upswing for automobiles, electronic parts, and other products, was a standstill up to the middle of the year, and capital investments and home construction remained at low levels, the economy of Saitama Prefecture overall showed signs of recovery with consumer spending becoming stable after bottoming out.

As for the future outlook of Saitama Prefecture, in the first half of fiscal 2011, production activities and consumer spending in particular are expected to grow weaker due to the effects of the Great East Japan Earthquake. However, in the second half, home investments and public spending for the reconstruction of earthquake-stricken areas should move into full swing. The economy of Saitama Prefecture, the gateway to the Tohoku Region, is expected to turnaround and the supply chain restored.

As Saitama Prefecture's population continues to increase, the market continues to grow. Further development of the local economy is expected through the support and fostering of industries with future growth prospects such as the environmental, medical, nursing care, and health fields.

#### Year ended March 31, 2011

#### Deposits and assets in custody

Deposits and assets in custody grew steadily during the year under review, rising \$127.1 billion year on year, to \$3,427.6 billion. Assets in custody grew by \$29.5 billion, to \$540.1 billion, driven by our efforts to meet the diverse asset management needs of our customers, through investment trusts, JGBs, and pension products.

#### Loans

Loans outstanding increased ¥71.5 billion, to ¥2,794.9 billion due to active efforts to respond to the needs of local businesses within the prefecture and to individual customers.

#### **Earnings**

Amid weak demand for funds and continuing low interest rates, the Bank was able to raise earnings with recurring income of ¥12.6 billion and net income of ¥7.3 billion. The increase was primarily due to efforts made to better manage loaned money and securities investments, improve the profitability of such service transactions as fee and commission income, and control expenses, and to a substantial decrease in bad debt disposal expenses. On a consolidated basis, recurring income came to ¥13.7 billion and net income was ¥7.4 billion.

#### Capital ratio

The Bank's capital ratio for fiscal 2010 stayed at the healthy level of 10.79% (consolidated basis), slightly higher than the non-consolidated figure of 10.67%.

#### Medium-Term Management Plan

The Bank is now implementing its medium-term management plan, NEW PROJECT 60, with the goal of becoming the most trusted and top-ranked bank in the region. In this plan, we aim to position ourselves as "a strong bank that survives," "a bank with presence" and "a bank that is trusted," as well as striving to be "ready for business promotion reforms," "strengthening human resource development," and "establishing efficient operating conditions and strengthening internal controls."

Looking back on the first year of the plan, we achieved steady results and felt a definite positive response thanks to the Bank's sincere practice of community-based finance as we move toward the realization of our goal.

#### Response to the Great East Japan Earthquake

Nearly 70% of the companies in Saitama Prefecture were directly or indirectly affected by the earthquake disaster. To assist those customers affected by the disaster, we began offering the Musashino Disaster Reconstruction Support Loan, and to facilitate the flow of funds, we established the Disaster Victim Consultation Counter, which carefully responds to customer inquiries.

With nearly 3,000 earthquake victims in Saitama Prefecture, including those from Futaba Town in Fukushima Prefecture, the Bank began quickly refunding deposits to customers in devastated areas on behalf of other financial institutes. Currently, we have refunded deposits to earthquake victims on behalf of 22 financial institutions, many of whom have expressed tremendous gratitude.

In addition to these efforts, the Musashino Bank Group has donated financially and sent relief aid to the stricken areas.

With regard to electricity-saving measures in the wake of power supply shortages during the summer, the Group has actively undertaken a variety of measures to save electricity following power supply shortages during the summer months.

#### Together with the people of Saitama

The Bank will commemorate its 60th anniversary in April 2012. Since its founding in 1952, the Bank has received tremendous local support from many customers in Saitama Prefecture, and is walking together with the prefecture's citizens. As a regional financial institution, we will continue to build strong relationships with our customers with the goal of raising customer trust and satisfaction through strict compliance. We will also respond flexibly and appropriately to drastic changes in the economic environment, build an efficient system of business development to achieve sustained growth, and focus on strengthening the organization and training personnel.

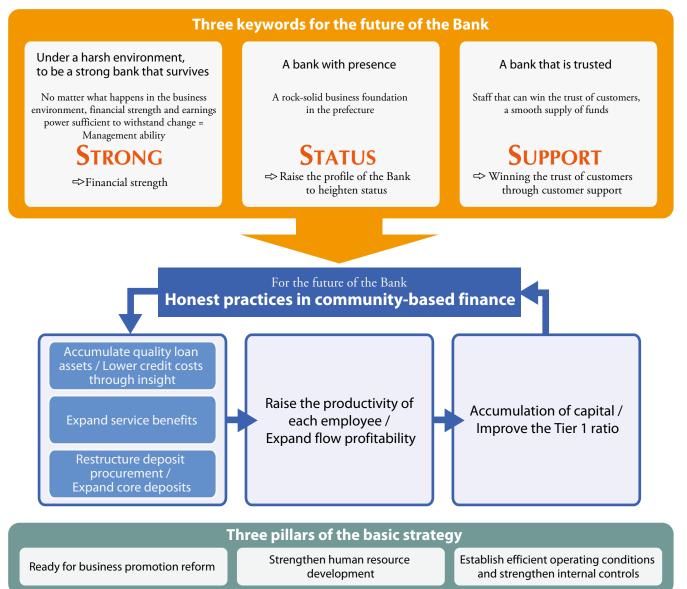
Through these efforts, we will establish a competitive business structure and together all of our employees will make their utmost effort to meet the expectations of our regions' customers.

We thank you for your unwavering and ongoing support.

Kikuo Kato President

K. Kato

#### Plan course of action



#### Target figures

	Fiscal 2009	Fiscal 2012 target
Net profit on core banking operations	¥21.1 billion	¥22.0 billion
Net profit	¥4.1 billion	¥10.0 billion
Capital adequacy ratio	10.5%	Around 10.5% (Tier 1 ratio approx. 8%)
ROE	2.78%	6.0%
Non-performing loan ratio	2.53%	1% level

(Guidelines)

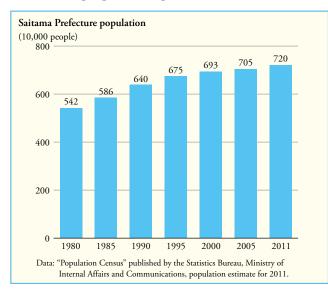
Balance of loans +¥200.0 billion (annual rate of 2.5%)

Balance of deposits +¥300.0 billion (annual rate of 3%)

Balance of assets in custody +¥150.0 billion (annual rate of 10%)

#### 1. The Huge Tokyo Area Market and Continuing Population Growth

Saitama Prefecture, which borders Tokyo and six prefectures, is located in the heart of the huge market comprising the Tokyo metropolitan area, in which lives one-third of the population of Japan (approximately 40 million people). While urbanization and industrialization are progressing in Saitama Prefecture due to the great convenience gained from being next to Tokyo, the population has grown consistently thanks to an abundance of nature and a comfortable living environment. (7.2 million people as of April 2011)



#### 2. Development of transportation system

#### 1) Road traffic network

With the Kan'etsu, Tohoku, and Joban expressways traversing north to south and the Tokyo Gaikan Expressway traversing east to west, traffic in Saitama is strategically positioned.

#### 2) Enhancement of railway network

With our head office based in Omiya, the Bank is directly connected to major cities via the Tohoku, Akita, Yamagata, Joetsu, and Nagano Shinkansen (bullet train) network.

#### 3. Collection of diverse manufacturing industries

#### 1) Diverse manufacturing industries

Saitama has a diversity of local industries with the automotive-related industry at its core. (e.g., molds and castings in Kawaguchi City, optical equipment in Saitama City, etc.)

### 2) Aggressive development by attracting companies to Saitama Prefecture

From April 2007 through March 2009, we rolled out the "Chancemaker Saitama Strategy" with the goal of attracting 120 companies into Saitama Prefecture, but wound up attracting 192 companies (72 more than our goal). Moreover, with the goal of attracting an additional 100 companies to Saitama, we initiated Chancemaker Saitama Strategy II, which covers the period from April 2010 through March 2012.

### 4. Concentration of Universities and Research Institutes

More than 250 research institutes and 59 college campuses are located in Saitama Prefecture. The Bank has formed alliances with seven universities as part of its commitment to meeting customer needs in areas such as research and development and management issue resolution through cooperation with industry and academia.

> Economic and financial position of Saitama Prefecture

- Number of companies (2006)
   248,000 companies (5th among the 47 prefectures)
- Total prefecture production (nominal) (2007) ¥21,108.0 billion (5th among the 47 prefectures)
- Value of product shipments (2008)
   ¥14,947.5 billion (7th among the 47 prefectures)

Under its management principles of "regional harmony" and "respect for the customer," the Musashino Bank recognizes that achieving sustained growth while gaining the understanding, empathy, trust and support of all people within the Bank's operational sphere, including shareholders and investors, as well as customers, the community and employees, is its social responsibility as a good corporate citizen.

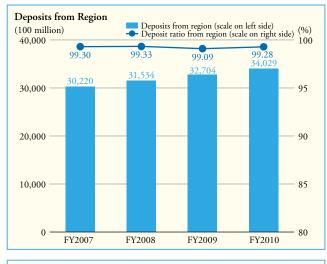
Having positioned the strengthening of CSR initiatives as a key strategy in its medium-term management plan "NEW PROJECT 60," the Musashino Bank is contributing to the regional economy and local community while carrying out environment-friendly initiatives far and wide.

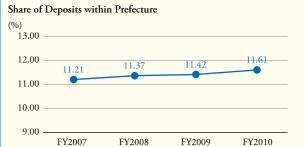
#### **Contributing to the Local Economy**

#### Deposits from region

In response to the lifestyles of our regions' customers, the Bank is enhancing its products and services so that customers can use them with peace of mind.

As a result of these efforts, deposits from the region as of March 31, 2011 climbed \$132.5 billion, to \$3,402.9 billion. Moreover, the ratio of deposits from region rose 0.19 percentage points, to 99.28%, continuing to maintain its level at 99%. As a result of the steady increase in deposits from region, the Bank's share of deposits within prefecture as of March 31, 2011, rose 0.19 percentage points, to 11.61%.





#### Loans to region

In response to the lifestyles of our regions' customers, the Bank has prepared a variety of individual loans in order to support a wide range of financial planning.

Further, in all of Japan, Saitama Prefecture is most favorably situated for the best transportation access, has the most new housing starts, and a home-buyer segment comprised mainly of 35 to 40-year old children of baby-boomers. For these reasons, we have enhanced our home loan products and upgraded our home loan promotion system so that customers can use them with greater convenience.

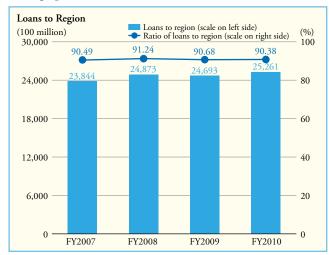
As a result, the balance of individual loans as of March 31, 2011 increased \$58.9 billion, to \$1,190.0 billion.

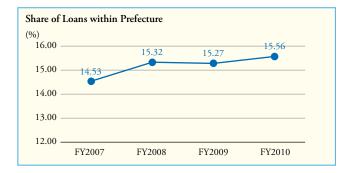
In addition, we are contributing to the sustainable development of the region by providing a stable flow of funds to SMEs and individual business owners, the pillars of Saitama Prefecture's regional economy.

Specifically, corporate managers and sales managers are aggressively pursuing new business development and consulting activities so that customers only use those products of the Bank that meet their needs.

In our head office, we have assigned specialists to be in charge of the medical, public welfare and agricultural fields, new growth fields in Saitama Prefecture, and we are supporting these fields and making them our strengths.

In addition, we are actively promoting collaboration with outside professional agencies in various areas of work, such as leveraging local information including business matching services that provide financial services tailored to companies' life-cycles, assisting companies enter overseas markets and helping companies go public, and forging deeper business relations with local public agencies. As a result, loans to the region as of March 31, 2011 increased ¥56.8 billion, to ¥2,526.1 billion, for a loan to region ratio of ¥90.38%. The Bank's share of loans in the prefecture rose 0.29 percentage points to 15.56%.





Supporting Alliances with Industry and Universities

The Bank has formed alliances with seven universities as part of its commitment to meeting customer needs in areas such as research and development and management issue resolution through cooperation with industry and academia. The special characteristic of the Bank's alliance with industry and academia goes beyond the needs of individual customers, and, through our alliance with Rikkyo University, seeks the tourism revitalization of Saitama Prefecture as a regional development activity.

#### Initiatives for New Growth Fields

The Bank has set up an agriculture team to strengthen support for agriculture-related businesses. To actively meet the funding needs of farmers, the Bank offers the Musashino Hanamizuki, a loan solely for farmers, and has concluded a loan guarantee agreement with the Saitama Agriculture Credit Guarantee Fund Association.

In addition, we concluded a business cooperation agreement for the agriculture and livestock industries with Japan Finance Corporation with the goal of revitalizing the agriculture and livestock industries, promoting local production for local consumption, and improving training of leaders in the agricultural field within Saitama Prefecture.

We are also conducting solution sales through Bugin Farming Wall, a Bank-held seminar that promotes training and assistance to farmers and exchanges between food-related businesses, and Regional Bank



Food Selection, a large business forum. These efforts have led to the commercialization of farm crops, and in some cases best-selling products. As a result of these agricultural initiatives, we received an award from the Kanto Finance Bureau.



#### Support for Corporate Rehabilitation

To provide specialized support to client companies that seek corporate rehabilitation, we established the Corporate Management Support Office in the Credit Division, which offers help with advice on management analytics and improvement policies and support for compiling business improvement plans. Further, we assist in corporate rehabilitation and management improvement based on the circumstances of each individual client company in collaboration with the Saitama SME Support Council and outside consulting companies.

In fiscal 2010, in light of the "Act Concerning Temporary Measures to Facilitate Financing for SMEs, etc." we actively supported the management improvement of client companies that have changed their borrowing conditions. We have expanded the scope of the companies we support and are working closely with clients by helping them formulate management improvement plans using our proprietary Management Plan Formulation Support System, providing them with counseling and reviewing their management improvement plans and continuously monitoring the progress of those plans.

The Bank continues to demonstrate its consulting capabilities and support client companies in order to facilitate their business rehabilitation.

#### Strengthen the consulting system

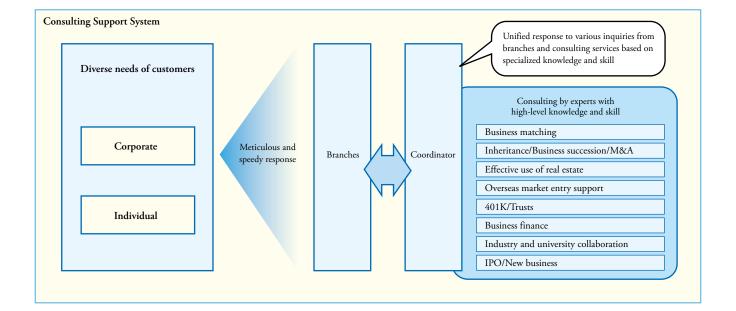
- 1) Approaches to inheritance and business succession To respond to customers' inheritance and business succession needs, we are collaborating with outside professional institutions such as tax accounting firms, of which our head office staff with their specialized knowledge is a business partner, and providing inheritance and business succession consulting services.
- 2) Assisting companies enter overseas markets The entry of SMEs into overseas markets (globalization) in the wake of economic growth in China and Southeast Asia has become commonplace. To support these companies, we are providing information about countries, business customs, and other areas to companies that want to establish factories and bases overseas.
- 3) Meeting M&A needs

While responding to the various merger and acquisition needs, such as for business succession (absence of a successor), business expansion, and diversification, of SMEs in Saitama Prefecture, we are contributing to the survival and growth of SMEs in the region and developing the regional economy. The Bank has concluded M&A business agreements with six outside professional agency partners including the Saitama Certified Public Tax Accountant Cooperative Society. 4) Handling electronically recorded monetary claim rebates

In response to diversifying customer financing needs, the Bank is participating in the Electronic Settlement Service provided by the Japan Electronic Monetary Claim Organization, a wholly owned subsidiary of The Bank of Tokyo-Mitsubishi UFJ, Ltd. We are the first financial institution in Saitama Prefecture to initiate an electronically recorded monetary claim (electronic promissory note) rebate service.

5) Other

The Bank responds to requests for consultations involving business problems such as expansion of sales channels while leveraging the know-how of outside institutions that our head office staff and branch staff, which have specialized knowledge, are partnered with. Further, we operate the Bugin Managers' Club, which provides various information support services including the publication of an in-house journal loaded with business information for members and the sponsorship of seminars.



#### **Contributing to the Local Community**

#### Measures to Prevent Financial Crime

Damage caused by bank transfer fraud, cash card forgery and theft, illicit internet access and other financial crimes is increasing. With a unit in charge of responding to financial crime, the Bank is working to prevent damage caused by financial crime by assigning two individuals to work in the General Affairs Division as security officers.

#### **Supporting Educational Programs**

#### (Supporting Financial Education)

As a part of our education support program, the Bank conducts workplace observation tours and on-site training for children who are the bearers of the country's future. In August 2011, we participated in Saitama

Prefecture Youngsters Bridge of Dreams Business sponsored by Saitama Prefecture and provided opportunities for youngsters to learn and experience.



#### (Fostering a Work Awareness)

To help foster a work awareness among students, we provide internships for college students in cooperation with Musashino Bank and Bugin Economic Research Institute, Ltd., a Group company. As part of this program, the students are taught about the banking business, given a tour of our head office, and visit companies. This provides students with an opportunity to understand the work performed by bank staff.



#### **The Environment**

#### Helping Preserve the Environment through Banking Services

As a regional financial provider, the Bank has a range of services for customers who show environmental commitment, helping them reduce costs and offering support in their environmental initiatives.

#### Environmental Education for Employees (the only environmental program offered by a regional bank) In 2008, in cooperation with the Ecosystem

Conservation Society, we began holding the "Bugin Environmental College" to help employees acquire knowledge about preserving the natural environment and conserving the ecosystem. The fifth semester of this course began in July 2011.

The college meets for nine sessions and when the courses are completed the employees can receive "Ecosystem Instructor - 2nd Level" certification from the Ecosystem Conservation Society (as of June 2011, 77 certifications had been issued).

In addition, new bank employees who joined Musashino Bank in 2011, in cooperation with the Ecosystem Conservation Society and the Association for Arakawa Nature Conservation, an NPO, conducted natural environment preservation activities, which included the disinfesting of alien plants on the Arakawa River bed (Mitsumata-numa Biotope).



### **Consolidated Balance Sheets**

The Musashino Bank, Ltd. and Consolidated Subsidiaries As of March 31, 2011 and 2010

	Million	s of Yen	Thousands of U.S. Dollars*
	2011	2010	2011
A			
Assets	V 122046	V 40.060	¢ 1 500 050
Cash and due from banks		¥ 48,068	\$ 1,588,050
Call loans		131,364	488,304
Commercial paper and other debt purchased		13,887	128,736
Trading account securities		429	6,032
Money held in trust		1,500	17,914
Investment securities		569,536	7,749,286
Loans and bills discounted		2,715,108	33,497,241
Foreign exchanges		2,104	28,953
Lease receivables and lease investment assets		16,151	179,214
Other assets		27,876	261,667
Tangible fixed assets		35,435	421,856
Intangible fixed assets		2,039	32,141
Deferred income taxes assets		20,936	217,296
Customers' liabilities for acceptances and guarantees		12,200	128,194
Reserve for possible loan losses		(25,106)	(292,557)
Total assets	. <b>¥3,696,211</b>	¥3,571,535	\$44,452,334
Liabilities			
Deposits		¥3,307,357	\$41,343,921
Borrowed money	. 26,726	28,218	321,420
Foreign exchanges	. 81	172	982
Bonds	. 18,000	18,000	216,476
Other liabilities	. 27,980	35,395	336,505
Reserve for employees' bonuses	. 1,276	1,273	15,357
Reserve for directors' bonuses	. 15	22	189
Reserve for employees' retirement benefits		5,706	68,410
Reserve for directors' retirement benefits	. 281	324	3,391
Reserve for loss on interest refunded	. 100	88	1,202
Reserve for reimbursement of dormant deposits	. 329	383	3,966
Reserve for point loyalty programs	. 58	60	699
Reserve for contingent losses	. 908		10,926
Deferred income taxes liability on land revaluation	. 5,639	5,641	67,819
Acceptances and guarantees	. 10,659	12,200	128,194
Total liabilities		¥3,414,847	\$42,519,464
Net assets			
Common stock	. ¥ 45,743	¥ 45,743	\$ 550,137
Capital surplus	. 38,351	39,438	461,229
Retained earnings	. 66,407	61,296	798,648
Treasury stock	. (900)	(2,050)	(10,826)
Total shareholders' equity		144,428	1,799,188
Unrealized gain on available-for-sale securities		3,143	16,615
Deferred loss under hedge accounting		(1,639)	(17,771)
Land revaluation excess		6,955	83,604
Total valuation and translation adjustments		8,458	82,448
Minority interests		3,800	51,232
Total net assets		156,687	1,932,869
Total liabilities and net assets		¥3,571,535	\$44,452,334

\* U.S. dollar figures have been translated at the rate ¥83.15 to U.S.\$1, the prevailing market rate as of March 31, 2011.

## **Consolidated Statements of Income and Comprehensive Income** *The Musashino Bank, Ltd. and Consolidated Subsidiaries* For the Years Ended March 31, 2011 and 2010

	Million	s of Yen	Thousands of U.S. Dollars*
Consolidated Statements of Income	2011	2010	2011
Income			
Interest income:			
Interest on loans and discounts	<b>¥50,5</b> 17	¥52,722	\$607,545
Interest and dividends on securities	7,303	6,560	87,832
Other interest income	260	393	3,129
Fees and commissions	9,760	9,280	117,385
Other operating income	3,163	5,156	38,044
Other income	10,933	12,780	131,493
Total income	81,938	86,894	985,431
Expenses			
nterest expenses:			
Interest on deposits	3,680	6,187	44,265
Interest on borrowings and rediscounts	373	464	4,488
Other interest expenses	2,281	2,085	27,442
Fees and commissions	4,055	3,924	48,772
Other operating expenses	2,180	3,452	26,222
General and administrative expenses	37,137	37,833	446,631
Other expenses	17,663	25,345	212,434
Total expenses	67,372	79,294	810,257
ncome before income taxes	14,565	7,600	175,174
Income taxes			
Current	2,673	5,332	32,154
Deferred	3,972	(1,655)	47,775
	6,646	3,677	79,930
Minority interests	476	368	5,727
Net income for year	¥ 7,443	¥ 3,554	\$ 89,516
Net income per share (yen and dollars)	¥219.44	¥104.82	\$ 2.63

\* U.S. dollar figures have been translated at the rate ¥83.15 to U.S.\$1, the prevailing market rate as of March 31, 2011.

	Millions	of Yen	Thousands of U.S. Dollars*
Consolidated Statements of Comprehensive Income	2011	2010	2011
Income before minority interests	¥7,919	¥—	\$95,243
Other comprehensive income:			
Net unrealized losses on securities	(1,774)		(21,346)
Unrealized gains on hedging derivatives	162		1,950
Total other comprehensive income	(1,612)		(19,396)
Comprehensive income	¥6,306	¥—	\$75,847
Comprehensive income attributable to:			
Shareholders of the Company	¥5,843	¥—	\$70,276
Minority interests	463		5,571

\* U.S. dollar figures have been translated at the rate ¥83.15 to U.S.\$1, the prevailing market rate as of March 31, 2011

# **Consolidated Statements of Changes in Net Assets** *The Musashino Bank, Ltd. and Consolidated Subsidiaries* For the Years Ended March 31, 2011 and 2010

Shareholders' equity         Common stock         Balance at end of previous year		2010 ¥ 45,743  ¥ 45,743 ¥ 39,438 (0)  (0) ¥ 39,438 ¥ 59,776 (2,034) 3,554  1,520 ¥ 61,296	\$ 550 \$ 474 (4 (8 (13) \$ 461 \$ 737 (24 89 (3)	1 0,137 0,137 0,137 6,305 6,964) 3,112) 6,076) 7,182 7,182 6,469) 9,516 5,581)
Common stock       ¥ 45         Balance at end of previous year			\$ 550 \$ 474 (4 (8 (13) \$ 461 \$ 737 (24 89 (3)	
Common stock       ¥ 45         Balance at end of previous year			\$ 550 \$ 474 (4 (8 (13) \$ 461 \$ 737 (24 89 (3)	
Balance at end of previous year			\$ 550 \$ 474 (4 (8 (13) \$ 461 \$ 737 (24 89 (3)	
Changes during the accounting period       ¥ 45         Balance at end of year       ¥ 35         Capital surplus       ¥ 35         Balance at end of previous year       ¥ 35         Changes during the accounting period:       (1         Disposition of treasury stock.       (1         Balance at end of year       ¥ 61         Changes during the accounting period       (1         Balance at end of year       ¥ 61         Changes during the accounting period:       (2         Retained earnings       (2         Balance at end of previous year       ¥ 61         Changes during the accounting period:       (2         Net income       7         Other changes.       7         Other changes.       5         Balance at end of year       ¥ 66         Total changes during the accounting period       5         Balance at end of year       ¥ 66         Changes during the accounting period:       7         Purchase of treasury stock       1         Disposition of treasury stock       1         Dispos			\$ 550 \$ 474 (4 (8 (13) \$ 461 \$ 737 (24 89 (3)	
Balance at end of year	,438 (412) (674) ,087) ,351 ,296 ,034) ,443 (297) ,110	¥ 39,438 (0) (0) ¥ 39,438 ¥ 59,776 (2,034) 3,554 (1,520	\$ 474 (4 (8 (13 \$ 461 \$ 737 (24 89 (3	i,305 i,964) 3,112) 5,076) .,229 7,182 i,469) 9,516
Capital surplus         Balance at end of previous year.         Changes during the accounting period:         Disposition of treasury stock.         Other changes.         Total changes during the accounting period         Balance at end of year.         Y 38         Retained earnings         Balance at end of previous year.         Y 61         Changes during the accounting period:         Cash dividends         (2         Net income.         7         Other changes.         Total changes during the accounting period:         Cash dividends         (2         Net income.         7         Other changes.         Total changes during the accounting period         5         Balance at end of year.         Y 66         Changes during the accounting period:         Purchase of treasury stock.         Balance at end of previous year.         Purchase of treasury stock.         Disposition of treasury stock.         Disposition of treasury stock.         Disposition of treasury stock.         Total changes during the accounting period         Total changes during the accounting period	,438 (412) (674) ,087) ,351 ,296 ,034) ,443 (297) ,110	¥ 39,438 (0) (0) ¥ 39,438 ¥ 59,776 (2,034) 3,554 (1,520	\$ 474 (4 (8 (13 \$ 461 \$ 737 (24 89 (3	4,305 4,964) 3,112) 5,076) 1,229 7,182 4,469) 9,516
Balance at end of previous year.       ¥ 39         Changes during the accounting period:       Disposition of treasury stock.         Other changes.       (1         Total changes during the accounting period       (1         Balance at end of year.       ¥ 38         Retained earnings       ¥ 61         Changes during the accounting period:       (2         Cash dividends       (2         Net income.       7         Other changes.       7         Other changes.       5         Balance at end of previous year.       ¥ 66         Changes during the accounting period       5         Balance at end of previous year.       7         Other changes.       7         Total changes during the accounting period       5         Balance at end of previous year.       ¥ 66         Changes during the accounting period:       1         Purchase of treasury stock.       1         Disposition of treasury stock.       1         Other changes.       1         Total changes during the accounting period       1<	(412) (674) ,087) ,351 ,296 ,034) ,443 (297) ,110	(0) 	(4 (8 (13 \$ 461 \$ 737 (24 89 (3	i,964) 3,112) 5,076) .,229 7,182 i,469) 9,516
Changes during the accounting period:       Disposition of treasury stock	(412) (674) ,087) ,351 ,296 ,034) ,443 (297) ,110	(0) 	(4 (8 (13 \$ 461 \$ 737 (24 89 (3	i,964) 3,112) 5,076) .,229 7,182 i,469) 9,516
Disposition of treasury stock. Other changes. Total changes during the accounting period	(674) ,087) ,351 ,296 ,034) ,443 (297) ,110	(0) ¥ 39,438 ¥ 59,776 (2,034) 3,554 — 1,520	(8 (13 \$ 461 \$ 737 (24 89 (3	3,112) 3,076) ,229 7,182 4,469) 9,516
Other changes       (1         Total changes during the accounting period       (1         Balance at end of year.       ¥ 38         Retained earnings       ¥ 61         Balance at end of previous year.       ¥ 61         Changes during the accounting period:       (2         Net income.       7         Other changes       7         Other changes during the accounting period       5         Balance at end of year.       ¥ 60         Treasury stock       5         Balance at end of previous year.       ¥ (2         Changes during the accounting period:       ¥ (2         Changes during the accounting period:       1         Disposition of treasury stock.       1         Disposition of treasury stock.       1         Disposition of treasury stock.       1         Balance at end of year.       1         Other changes       1         Total changes during the accounting period       1         Balance at end of year.       1	(674) ,087) ,351 ,296 ,034) ,443 (297) ,110	(0) ¥ 39,438 ¥ 59,776 (2,034) 3,554 — 1,520	(8 (13 \$ 461 \$ 737 (24 89 (3	3,112) 3,076) ,229 7,182 4,469) 9,516
Other changes       (1         Total changes during the accounting period       (1         Balance at end of year       ¥ 38         Retained earnings       ¥ 61         Balance at end of previous year       ¥ 61         Changes during the accounting period:       (2         Cash dividends       (2         Net income       7         Other changes       7         Other changes during the accounting period       5         Balance at end of year       ¥ 60         Freasury stock       5         Balance at end of previous year       ¥ 60         Changes during the accounting period:       5         Purchase of treasury stock       1         Disposition of treasury stock       1         Other changes       1         Total changes during the accounting period       1         Balance at end of year       1         Other changes       1         Other changes       1         Balance at end of year       1	,087) ,351 ,296 ,034) ,443 (297) ,110	¥ 39,438 ¥ 59,776 (2,034) 3,554  1,520	(13 \$ 461 \$ 737 (24 89 (3	3,076) ,229 7,182 4,469) 9,516
Total changes during the accounting period       (1         Balance at end of year.       ¥ 38         Retained earnings       ¥ 61         Balance at end of previous year.       ¥ 61         Changes during the accounting period:       (2         Net income.       7         Other changes       7         Total changes during the accounting period       5         Balance at end of year.       ¥ 60         Treasury stock       ¥         Balance at end of previous year.       ¥ (2         Changes during the accounting period:       ¥ (2         Changes during the accounting period:       1         Purchase of treasury stock.       1         Disposition of treasury stock.       1         Other changes.       1         Total changes during the accounting period       1         Balance at end of year.       1         Balance at end of year.       1         Other changes.       1         Total changes during the accounting period       1         Balance at end of year.       1	,296 ,034) ,443 (297) ,110	¥ 39,438 ¥ 59,776 (2,034) 3,554  1,520	\$ 461 \$ 737 (24 89 (3	,229 7,182 6,469) 9,516
Balance at end of year. ¥ 38   Retained earnings ¥ 61   Balance at end of previous year. ¥ 61   Changes during the accounting period: (2   Cash dividends (2   Net income. 7   Other changes. 7   Total changes during the accounting period 5   Balance at end of year. ¥ 60   Treasury stock ¥   Balance at end of previous year. ¥ (2   Changes during the accounting period: ¥ (2   Disposition of treasury stock. 1   Other changes. 1   Total changes during the accounting period 1   Balance at end of year. 1	,296 ,034) ,443 (297) ,110	¥ 59,776 (2,034) 3,554 — 1,520	\$ 737 (24 89 (3	7,182 6,469) 9,516
Balance at end of previous year	,034) ,443 (297) ,110	(2,034) 3,554  1,520	(24 89 (3	,469) 9,516
Balance at end of previous year       ¥ 61         Changes during the accounting period:       (2         Cash dividends       7         Other income.       7         Other changes.       5         Balance at end of year.       5         Balance at end of previous year.       5         Balance at end of previous year.       ¥ 60         Treasury stock       5         Balance at end of previous year.       ¥ (2         Changes during the accounting period:       1         Purchase of treasury stock.       1         Disposition of treasury stock.       1         Other changes.       1         Total changes during the accounting period       1         Balance at end of year.       1         Balance at end of year.       1         Disposition of treasury stock.       1         Disposition of treasury stock.       1         Balance at end of year.       1         Balance at end of year.       1	,034) ,443 (297) ,110	(2,034) 3,554  1,520	(24 89 (3	,469) 9,516
Changes during the accounting period: (2   Cash dividends 7   Other income 7   Other changes 7   Total changes during the accounting period 5   Balance at end of year ¥ 66 <b>Treasury stock</b> ¥   Balance at end of previous year ¥ (2   Changes during the accounting period: 1   Purchase of treasury stock 1   Other changes 1   Other changes 1   Balance at end of year 1   Balance at end of year 1	,034) ,443 (297) ,110	(2,034) 3,554  1,520	(24 89 (3	,469) 9,516
Cash dividends (2   Net income 7   Other changes 7   Total changes during the accounting period 5   Balance at end of year ¥ 66   Treasury stock ¥   Balance at end of previous year ¥ (2   Changes during the accounting period: 1   Purchase of treasury stock 1   Disposition of treasury stock 1   Other changes 1   Salance at end of year ¥	,443 (297) ,110	3,554 	89 (3	,516
Net income	,443 (297) ,110	3,554 	89 (3	,516
Other changes       Total changes during the accounting period       5         Balance at end of year       ¥ 66 <b>Freasury stock</b> ¥         Balance at end of previous year       ¥ (2         Changes during the accounting period:       ¥         Purchase of treasury stock       1         Other changes       1         Other changes during the accounting period       1         Balance at end of year       1	(297) ,110	1,520	(3	
Total changes during the accounting period       5         Balance at end of year       ¥ 66 <b>Freasury stock</b> ¥         Balance at end of previous year       ¥ (2         Changes during the accounting period:       ¥         Purchase of treasury stock       1         Other changes       1         Total changes during the accounting period       1         Balance at end of year       ¥	,110			5,581)
Balance at end of year       ¥ 66         Freasury stock       Balance at end of previous year         Balance at end of previous year       ¥ (2         Changes during the accounting period:       ¥         Purchase of treasury stock       1         Disposition of treasury stock       1         Other changes       1         Total changes during the accounting period       1         Balance at end of year       ¥			61	11-
Treasury stock       ¥ (2         Balance at end of previous year       ¥ (2         Changes during the accounting period:       1         Purchase of treasury stock       1         Other changes       1         Total changes during the accounting period       1         Balance at end of year       1	,407	¥ 61 006	+ <b>-</b>	,465
Balance at end of previous year		¥ 01,290	\$ 798	3,648
Balance at end of previous year				
Changes during the accounting period:         Purchase of treasury stock         Disposition of treasury stock         Other changes         Total changes during the accounting period         Balance at end of year	,050)	¥ (2,042)	\$ (24	,662)
Purchase of treasury stock       1         Disposition of treasury stock       1         Other changes       1         Total changes during the accounting period       1         Balance at end of year       ¥				. ,
Disposition of treasury stock	(841)	(9)	(10	,122)
Other changes       I         Total changes during the accounting period       I         Balance at end of year       ¥	,016	1		2,221
Total changes during the accounting period       1         Balance at end of year       ¥	975	_		,736
Balance at end of year¥	,150	(8)		,835
	(900)	¥ (2,050)	\$ (10	,826)
Fotal shareholders' equity				
Balance at end of previous year	.428	¥142,916	\$1,736	6.963
Changes during the accounting period:	,120	1112,710	Ψ1,/ J0	.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
	,034)	(2,034)	(24	,469)
	,443	3,554		,516
	,,	(9)		),122)
Disposition of treasury stock	(841)	$(\mathcal{I})$		,122) ,256
Other changes	(841) 603	0		
	603	0	/	
Balance at end of year		0 		,230 42 2,224

\* U.S. dollar figures have been translated at the rate ¥83.15 to U.S.\$1, the prevailing market rate as of March 31, 2011.

	Million	s of Yen	Thousands of U.S. Dollars*
	2011	2010	2011
Accumulated other comprehensive income			
Unrealized gain (loss) on available-for-sale securities			
Balance at end of previous year	¥ 3,143	¥ (3,990)	\$ 37,806
Changes during the accounting period:	1 0,110		<i> </i>
Net change in items other than shareholders' equity	(1,761)	7,133	(21,190)
Total changes during the accounting period	(1,761)	7,133	(21,190)
Balance at end of year	¥ 1,381	¥ 3,143	\$ 16,615
Deferred loss under hedge accounting			
Balance at end of previous year	¥ (1,639)	¥ (1,414)	\$ (19,722)
Changes during the accounting period:			
Net change in items other than shareholders' equity	162	(225)	1,950
Total changes during the accounting period	162	(225)	1,950
Balance at end of year	¥ (1,477)	¥ (1,639)	\$ (17,771)
Land revaluation excess			
Balance at end of previous year	¥ 6,955	¥ 6,955	\$ 83,647
Changes during the accounting period:			
Net change in items other than shareholders' equity	(3)	_	(42)
Total changes during the accounting period	(3)		(42)
Balance at end of year	¥ 6,951	¥ 6,955	\$ 83,604
Accumulated other comprehensive income			
Balance at end of previous year	¥ 8,458	¥ 1,550	\$ 101,731
Changes during the accounting period:			
Net change in items other than shareholders' equity	(1,603)	6,908	(19,283)
Total changes during the accounting period	(1,603)	6,908	(19,283)
Balance at end of year	¥ 6,855	¥ 8,458	\$ 82,448
Minority interests			
Balance at end of previous year	¥ 3,800	¥ 3,328	\$ 45,706
Changes during the accounting period:			
Net change in items other than shareholders' equity	459	471	5,526
Total changes during the accounting period	459	471	5,526
Balance at end of year	¥ 4,260	¥ 3,800	\$ 51,232
Total net assets			
Balance at end of previous year	<b>¥156,68</b> 7	¥147,795	\$1,884,401
Changes during the accounting period:			
Cash dividends	(2,034)	(2,034)	(24,469)
Net income	7,443	3,554	89,516
Purchase of treasury stock	(841)	(9)	(10,122)
Disposition of treasury stock	603	0	7,256
Other changes	3	_	42
Net change in items other than shareholders' equity	(1,143)	7,380	(13,756)
Total changes during the accounting period	4,030	8,892	48,468
Balance at end of year	¥160,718	¥156,687	\$1,932,869

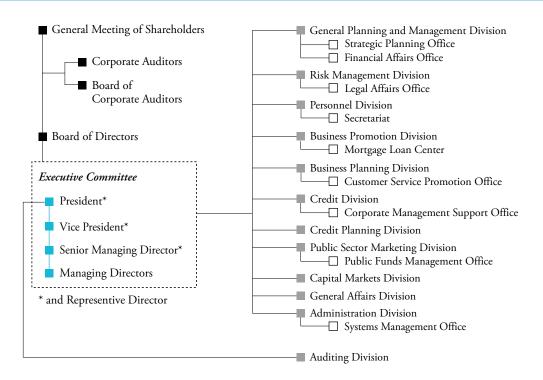
\* U.S. dollar figures have been translated at the rate ¥83.15 to U.S.\$1, the prevailing market rate as of March 31, 2011.

# **Consolidated Statements of Cash Flows** *The Musashino Bank, Ltd. and Consolidated Subsidiaries* For the Years Ended March 31, 2011 and 2010

	Millions	s of Yen	Thousands of U.S. Dollars*
	2011	2010	2011
Cash flows from operating activities	V 1/ 5/5	V 7 (00	¢ 175 174
Income before income taxes	¥ 14,565	¥ 7,600	\$ 175,174
Depreciation	2,488	2,525	29,922
Impairment losses	16	12	194
Amortization of negative goodwill.	18	9	96
Increase (decrease) in reserve for possible loan losses	(780)	282	(9,389)
Increase (decrease) in reserve for employees' bonuses	3	(71)	40
Increase (decrease) in reserve for directors' bonuses	(6)	3	(80)
Decrease in reserve for employees' retirement benefits	(18)	(20)	(217)
Increase (decrease) in reserve for directors' retirement benefits	(43)	75	(517)
Increase in reserve for loss on interest refunded	11	10	133
Increase (decrease) in reserve for reimbursement of dormant deposits	(53)	56	(647)
Decrease in reserve for point loyalty programs	(2)	(3)	(28)
Increase in reserve for contingent losses	908		10,926
Interest income	(58,080)	(59,676)	(698,507)
Interest expenses	6,335	8,738	76,196
Gain on investment securities	2,976	1,231	35,800
Loss (gain) on money held in trust	8	(4)	101
Foreign exchanges loss (gain)	405	(540)	4,881
Loss on disposition of fixed assets	48	33	586
Net decrease (increase) in trading account securities	(72)	855	(869)
Net decrease (increase) in loans and bills discounted	(70,187)	2,374	(844,102)
Net increase in deposits	126,999	124,339	1,527,352
Net increase (decrease) in negotiable certificate of deposits	3,390	(9,578)	40,769
Net decrease in borrowed money (excluding subordinated loans)	(1,491)	(602)	(17,942)
Net decrease (increase) in due from banks			
(excluding due from the Bank of Japan)	444	(447)	5,340
Net decrease (increase) in call loans and others	93,945	(44,729)	1,129,826
Net increase (decrease) in foreign exchange, assets	(302)	344	(3,639)
Net decrease in foreign exchange, liabilities	(90)	144	(1,094)
Interest received	59,003	60,133	709,605
Interest paid	(7,300)	(9,128)	(87,799)
Other, net	3,875	3,339	46,609
Subtotal	177,013	87,306	2,128,845
Income taxes received	_	3,427	—
Income taxes paid	(7,464)	(603)	(89,772)
Net cash provided by operating activities	169,548	90,131	2,039,073
Cash flows from investing activities			
Purchases of securities	(395,803)	(520,732)	(4,760,112)
Proceeds from sales of securities	239,547	355,384	2,880,904
Proceeds from maturities of securities	76,232	71,333	916,811
Increase in money held in trust	—	(2)	—
Decrease in money held in trust	0	—	0
Purchases of tangible fixed assets	(1,136)	(1,069)	(13,667)
Proceeds from tangible fixed assets	19		234
Purchases of intangible fixed assets	(1,703)	(615)	(20,492)
Payments for execution of asset retirement obligations	(6)		(79)
Net cash used in investing activities	(82,850)	(95,702)	(996,401)
Cash flows from financing activities			
Cash dividends paid	(2,034)	(2,034)	(24,469)
Cash dividends paid to minority shareholders	(3)	(3)	(44)
Purchase of treasury stock	(841)	(9)	(10,122)
Proceeds from sales of treasury stock	603	0	7,256
Net cash used in financing activities	(2,276)	(2,046)	(27,379)
Net increase (decrease) in cash and cash equivalents			
	84,421	(7,618)	1,015,293
Cash and cash equivalents at beginning of year	46,502	54,120	559,255

\* U.S. dollar figures have been translated at the rate \$83.15 to U.S.\$1, the prevailing market rate as of March 31, 2011.

### Directory (As of July 1, 2011)



President	Managing Directors	Corporate Auditors	Managing Executive Officers	Executive Officers
Kikuo Kato	Masaaki Okano	Nobuhiro Fukazawa (standing)	Hideo Nomoto	Teiji Komoriya
Vice President	Makoto Ishikawa	Hidemi Shimizu (standing)	Kenichiro Inaba	Takeshi Sekiya
Masami Kurihara	Hiroshi Shimao	Shozo Nishijima	Soe Iijima	Koichi Akagi
Wasanni Kurinara	Motonobu Nakamura	Emi Yano		Minoru Watanab
Senior Managing Director		Atsumu Kuroishi		Kazuya Koyama
Tsuneshi Kurihara				Hiromasa Miyazal
				Yuichi Tanaka
				Yoshiro Kenmoch
				Kazumasa Nagaho

Subsidiaries and Affiliated Companies	
Name	Line of Business
The Bugin Business Service Co., Ltd.	Clerical work for Musashino Bank
The Bugin General Lease Co., Ltd.	Leasing, factoring and corporate financing
The Bugin Guarantee Co., Ltd.	Loan guarantees for individuals
The Musashino Card Co., Ltd.	Credit card business (JCB, VISA), loans and loan guarantees
The Bugin System Service Co., Ltd.	Development, sale and maintenance of computer systems
The Bugin Economic Research Institute Co., Ltd.	Research into the regional economy, consultation, information services, and holding of seminars
The Bugin Capital Co., Ltd.	Management support for venture businesses



### 💪 The Musashino Bank, Ltd.

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